

## Media Release

*Sowing seeds for the future: Bühler and Pellenc ST announce global-spanning partnership*

# **New corporate alliance to restore confidence for PET plastic recyclers**

**London (United Kingdom), October 19, 2022 – Bühler and Pellenc ST have officially joined forces to offer PET plastic recyclers a complete front and back-end solution for plastic bottle and flake sorting. It is hoped that this partnership will successfully future-proof PET recyclers' processing activities and deliver the highest final quality. A North America agent agreement has been the first to be signed as part of this global-spanning collaboration by two prolific companies with shared cultures and interests.**

PET plastics recyclers are set to benefit from the recently combined expertise and innovations developed by the Swiss-based Bühler Group and France-based Pellenc ST: two respected, culture-focused, manufacturing brands. The new partnership features Bühler's PET flake sorting solutions: the SORTEX N PolyVision and the SORTEX A GlowVision, as well as Pellenc ST's Mistral+ Connect bottle sorter.

Carlos Cabello, Sales Director of Digital Technologies and Lead of Bühler in Northern Europe, states: "This alliance has been set up to streamline the sorting process for PET plastics recyclers, providing one port of call for our companies' collective customer-base. We look forward to the collaboration between the teams on both sides. Our Sales Managers, Field Engineers, and Research and Development (R&D) experts will all be working together as a united force to shake up and add new value to the plastics market!"

Nicolas Deleris, Sales Director Plastics Recycling, from Pellenc ST adds: "We share a complementary product portfolio that combines our strengths and provides a stronger service. We also share a long-term vision with a lot of collective experience which has given us market maturity. We hope that our collaboration will be beneficial for recycling and promising for clients"

### **North American alignment**

In light of the recently booming plastics recycling market in North America, the continent is the first to secure an official agent agreement between Bühler and Pellenc ST. A joint Demo and Applications Center is to be opened by Pellenc ST in November 2022 in North America, featuring Bühler's SORTEX A GlowVision optical sorter.

Both companies' long-term aim is to work together to tackle upcoming issues in the global plastics industry. Jean Henin, CEO of Pellenc ST, states: "By combining the best of both companies, we are strengthening the industry and delivering the best possible customer experience. This partnership will bring confidence into processing and increased quality for the market, both of which are much needed"

### **Mutual interests**

The two family-owned, independent companies have a number of shared interests, one of which is to accelerate the circular economy using their complementary portfolios. Secondly, both Bühler and Pellenc ST are highly committed to R&D investment. 5% of Bühler's annual turnover goes into R&D investment, while 35% of Pellenc ST's total staff headcount works in R&D.

Bühler and Pellenc ST also strongly encourage the personal development of their staff. While Bühler pushes diversity and inclusion and has the largest apprenticeship program in Switzerland, Pellenc ST is also a big advocate for apprenticeships, dedicated to bringing a new generation into the recycling industry.

Carmen Schlatter Broger, Head of Bühler's Digital Technologies Business Area, mentions: "For both Bühler and Pellenc ST, our staff, innovation and sustainability take precedence. This makes our collaboration a great fit."

### **Looking ahead**

Further announcements of the geographic expansion of the two companies are to be made at a later date, as well as future developments in connectivity and industry 4.0 readiness.

Henin concludes: "There are also a number of long-term digital benefits of our partnership. In joining forces today, we're preparing for the future – this is a long-term partnership with our customers' best interests at its core."

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**About Bühler**

Bühler is driven by its purpose of creating innovations for a better world, balancing the needs of economy, humanity, and nature. As a relevant solution partner for the food and mobility industries, Bühler is committed to have solutions ready to multiply by 2025 at the latest that will reduce energy, waste, and water by 50% in its customers' value chains. Billions of people come into contact with Bühler technologies as they cover their basic needs for food and mobility every day. Two billion people each day enjoy foods produced on Bühler equipment; and one billion people travel in vehicles manufactured using parts produced with Bühler technology. Countless people wear eyeglasses, use smart phones, and read newspapers and magazines – all of which depend on Bühler process technologies and solutions. Having this global relevance, Bühler is in a unique position to turn today's global challenges into sustainable business. Bühler contributes to safely feeding the world and is doing its part to protect the climate, producing solutions that make cars, buildings, and machinery more energy efficient.

Bühler invests up to 5% of turnover into research and development. In 2021, some 12,500 employees generated a turnover of CHF 2.7 billion. As a Swiss family-owned company, Bühler is active in 140 countries around the world

and operates a global network of 103 service stations, 30 manufacturing sites, and Application & Training Centers in 24 countries.

[www.buhlergroup.com](http://www.buhlergroup.com)

#### **About Pellenc ST**

With over 20 years of experience in the recycling industry, Pellenc ST supports operators and municipalities with intelligent and connected sorting solutions to modernize their industrial tools and meet the 4.0 industry standards. Pellenc ST invests up to 10% of turnover into research and development. In 2021, the 220 employees generated a turnover of € 52 million. As a French privately-owned company, Pellenc ST is present in over 40 countries around the world and operates 3 Application & Test centre's in France, USA & Japan. For more information, visit

[pellencst.com](http://pellencst.com)